

## Message Text

UNCLASSIFIED

PAGE 01 ASUNCI 05221 281500Z

ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 W

-----023034 281749Z /43

R 281420Z DEC 77

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 1903

UNCLAS ASUNCION 5221

EO 11652: NA

TAGS: BEXP, PA

SUBJECT: ADS FOR TOPAZ ELECTRONICS, SAN DIEGO, CALIF.

REF ASUNCION 4715, COMMERCE CD-144, NOV. 30, 1977 (RECD DEC 21)

1. AS REPORTED IN REFTEL, THE ADS REPORT WAS PROVIDED DIRECTLY TO MR. CUSHMAN, INTERNATIONAL SALES MANAGER OF TOPAZ ELECTRONICS WHO VISITED ASUNCION IN NOVEMBER. HE WAS GIVEN INFORMATION ON THE FOLLOWING TWO FIRMS WHO EXPRESSED INTEREST IN REPRESENTING THE COMPAN6.

2. TELECOM SRL, CALLE YEGROS 732, ASUNCION PARAGUAY  
CONTACT: DR. OSCAR A. PAIVA, ADMINISTRATIVE MANAGER - PHONE:  
46734 - TELEX: 197 PARA 46734 - COMMENT: DR. PAIVA STATED THAT  
MR. ALDO BOGADO, TECHNICAL MANAGER, IS INTERESTED IN TOPAZ  
PRODUCTS; ALTHOUGH THEY MAY BE TOO SOPHISTICATED FOR THIS MARKET  
NOW AND SALES WILL BE LOW, THERE ARE INDICATIONS THAT THEY WILL  
BE NEEDED SOON, IN VIEW OF THE RAPID EXPANSION OF THE NATIONAL  
TELECOMMUNICATION SYSTEMS, AND INCREASED COMPUTER USE. TELECOM  
SRL IS THE LEADING COMPANY IN THE FIELD OF COMMUNICATIONS.  
IT REPRESENTS LEADING US AND FOREIGN COMPANIES PRODUCING  
COMMUNICATIONS AND COMMUNICATIONS RELATED EQUIPMENT; IT  
MAINTAINS EXCELLENT CONTACTS IN GOVERNMENT AND PRIVATE SPHERES;  
AND HAS ITS OWN SERVICING AND REPAIR FACILITIES. TOPAZ,  
ACCORDING TO MR. PAIVA, WOULD FIT WELL IN TELECOM'S PLANS FOR  
MEETING THE NEEDS OF A SMALL BUT GROWING MARKET.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ASUNCI 05221 281500Z

3. ELECTRONICA INDUSTRIAL Y COMERICAL-EIC SRL, AVENIDA  
ARTIGAS 303 - ASUNCION, PARAGUAY - CONTACT: ING. FEDERICO  
FONTCLARA, ELECTRICAL ENGINEER, PARTNER - PHONE: 25509  
COMMENT: ING. FONTCLARA EXPRESSED AN INTEREST IN TOPEZ'S  
PRODUCTS PARTICULARLY THOSE USED TO PROVIDE A UNIFORM FLOW OF  
POWER TO COMPUTER INSTALLATIONS. HE STATED THAT THE LOCAL MARKET

WAS SMALL BUT THAT EXPANDING NATIONAL POWER AND TELECOMMUNICATIONS  
SYSTEMS WOULD CREATE A MARKET FOR TOPAZ PRODUCTS. EIC SRL  
IS A RESPECTED AND WELL ESTABLISHED FIRM WITH ITS OWN SERVICING  
AND REPAIR FACILITIES; IT IS FORMED BY TWO ELECTRICAL AND  
MECHANICAL ENGINEERS AND A CIVIL ENGINEER OF VERY GOOD REPUTATION  
IN PRIVATE AND GOVERNMENT CIRCLES.

APPROVED: MARTHA CARBONE PREPARED: R. MARTI  
WHITE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Dec-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ASUNCI05221  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770483-0709  
**Format:** TEL  
**From:** ASUNCION  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19771214/aaaaalar.tel  
**Line Count:** 71  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** e1085efc-c188-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 ASUNCION 4715  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 03-Feb-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 124532  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS FOR TOPAZ ELECTRONICS, SAN DIEGO, CALIF.  
**TAGS:** BEXP, PA  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/e1085efc-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009